Amendments to the Claims:

This listing of claims will replace all prior versions, and listings of claims in the application:

Listing of Claims:

1   1.   (Currently amended) A computer-implemented method for a salesperson

2   to track and identify sales opportunities within a sales territory over a network, the method

3   comprising ~~the steps of~~:

4   ~~providing, from customers of the salesperson within the sales territory,~~ receiving,

5   at one or more computer systems hosting a network-based sales territory planning and targeting

6   tool, information regarding ~~customers'~~ needs of customers of a salesperson within a sales

7   territory; ~~and~~

8   receiving, at the one or more computer systems hosting the network-based sales

9   territory planning and targeting tool, information regarding an install base of products and/or

10   services of the customers, the ~~provided~~ install base information including origination information

11   indicating those products and/or services that originate from an employer of the salesperson and

12   those products and/or services that originate from competitors of the salesperson's employer;

13   generating, with one or more processors associated with the one or more

14   computer systems hosting the network-based sales territory planning and targeting tool,

15   information based on the ~~from the provided~~ customers' needs and install base information[[,]]

16   tagging as sales opportunities those products and/or services offered for sale by the salesperson

17   ~~representative~~ that match the customers' needs and those products and/or services of the

18   customers' install base of products and/or services offered by the salesperson ~~representative~~ that

19   the customers are likely to consider purchasing;

20   storing the ~~provided~~ customers' needs information, the customers' install base

21   information, and the tagging information in a central database associated with the one or more

22   computer systems hosting the network-based sales territory planning and targeting tool ~~that is~~

23   ~~controlled by the salesperson's employer and that is accessible over a computer network~~;

24   generating, with the one or more processors associated with the one or more

25   computer systems hosting the network-based sales territory planning and targeting tool,

26   information configured for displaying a first user interface on a computer coupled to a network,

27   the first user interface having visual elements that enable the salesperson to formulate[[ing]] a

28   search of the central database according to selected ones of a plurality of parameters related to

29   customers in the salesperson's sales network and the products and/or services offered for sale by

30   the salesperson;

31   receiving, at the one or more computer systems hosting the network-based sales

32   territory planning and targeting tool, results of applying the search to the central database; and

33   ~~identifying, results of the applied search, at least the sales opportunities, the~~

34   ~~customers' install base of products and/or services, the origination information and unknown~~

35   ~~information that identifies where the sales representative should gather additional install base~~

36   ~~information, and~~

37   ~~providing~~ generating in response to receiving the results of the search ~~and the~~

38   ~~identifying step in a tabular worksheet~~, with the one or more processors associated with the one

39   or more computer systems hosting the network-based sales territory planning and targeting tool,

40   information configured for displaying a second user interface on a computer coupled to the

41   network, the second user interface configured according to the search with a tabular worksheet

42   organized across the customers in the salesperson's sales territory and the products and/or

43   services offered for sale by the salesperson, entries in the tabular worksheet including at least the

44   tagged sales opportunities, the customers' install base of products and/or services, the origination

45   information, and unknown information that identifies where the salesperson should gather

46   additional install base information.

1   2.   (Currently amended) The computer-implemented method of claim 1,

2   further comprising ~~including~~ generating, with the one or more processors associated with the one

3   or more computer system, information that visually codes[[ing]] entries in the tabular worksheet

4   of the second user interface according to whether the entries are ~~identified~~ tagged as sales

5   opportunities, whether the entries originate from the sales representative's employer or a

6   competitor, or whether the entries represent unknown information.

3.   (Canceled)

1   4.   (Currently amended) The computer-implemented method of claim 1,

2   ~~wherein the provided~~ further comprising:

3   receiving, at the one or more computer systems hosting the network-based sales

4   territory planning and targeting tool, information specifying a sales hierarchy of the

5   salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and

6   responsibilities; and

7   wherein information stored on the central database is selectively accessible[[,]]

8   via the visual elements of the first user interface according to a role of the salesperson defined in

9   the sales hierarchy of the salesperson's employer.

1   5.   (Currently amended) The computer-implemented method of claim 1,

2   further comprising:

3   receiving, at the one or more computer systems hosting the network-based sales

4   territory planning and targeting tool, information provided by the salesperson's manager defining

5   the tabular worksheet for the salesperson; and

6   wherein generating the information configured for displaying the second user

7   interface comprises generating the information configured for displaying the second user

8   interface based on the information provided by the salesperson's manager defining the tabular

9   worksheet for the salesperson ~~the provided information in the tabular worksheet in the providing~~

10   ~~step is limited to results of a search on the information stored in the database~~.

1   6.   (Original) The computer-implemented method of claim 5, wherein the

2   search is carried out for at least one parameter selected from customer, region, industry, product,

3   service, origination information and unknown information.

1   7.   (Currently amended) The computer-implemented method of claim 1,

2   further comprising: ~~the step of~~

3   receiving, at the one or more computer systems hosting the network-based sales

4   territory planning and targeting tool, information provided by a manager of the salesperson

5   defining the tabular worksheet for the salesperson; and

6   customizing, with the one or more processors associated with the one or more

7   computer systems hosting the network-based sales territory planning and targeting tool, an

8   appearance and ordering of the entries within the ~~provided~~ tabular worksheet based on the

9   information provided by the manager of the salesperson.

1   8.   (Currently amended) An information storage medium storing a network-

2   based software application configured to enable a salesperson to track and identify sales

3   opportunities within a sales territory over a network, [[and]] the information storage medium

4   comprising[[,]] ~~stored on a computer-readable medium~~:

5   code configured to store customer information in a central database ~~that is~~

6   ~~controlled by the salesperson's employer and that is accessible over a computer network~~, the

7   customer information including information regarding customers' needs and information

8   regarding an install base of products and/or services of the customers, the install base

9   information including origination information indicating those products and/or services that

10   originate from an employer of the salesperson and those products and/or services that originate

11   from competitors of the salesperson's employer;

12   code configured to tag as sales opportunities the customer information

13   corresponding to those products and/or services offered for sale by the sales representative that

14   match the customers' needs and those products and/or services of the customers' install base of

15   products and/or services offered by the sales representative that the customers are likely to

16   consider purchasing;

17   code configured to generate a first user interface having visual elements that

18   enable the salesperson [[for]] to formulate a search of the central database according to selected

19   ones of a plurality of parameters related to customers in the salesperson's sales network and the

20   products and/or services for sale by the salesperson;

21   ~~code configured to carry out an identification, as a result of the search, of at least~~

22   ~~the sales opportunities, the customers' install base of products and/or services, the origination~~

23   ~~information and unknown information that identifies where the sales representative should gather~~

24   ~~additional install base information, and~~

25   code configured to ~~provide~~ generate a second user interface in response to results

26   of the search, ~~and of the identification~~ the second user interface configured according to the

27   search with [[in]] a tabular worksheet ~~on a computer coupled to the network~~ organized across the

28   customers in the salesperson's sales territory and the products and/or services offered for sale by

29   the salesperson, entries in the tabular worksheet including at least the sales opportunities, the

30   customers' install base of products and/or services, the origination information, and unknown

31   information that identifies where the salesperson should gather additional install base

32   information.

1   9.   (Currently amended) The information storage medium ~~software~~

2   ~~application~~ of claim 8, further comprising code for visually coding entries in the tabular

3   worksheet according to whether the entries in the tabular worksheet of the second user interface

4   are ~~identified~~ tagged as sales opportunities, whether the entries originate from the sales

5   representative's employer or a competitor, or whether the entries represent unknown

6   information.

1   10.   (Currently amended) The information storage medium ~~software~~

2   ~~application~~ of claim 9, wherein the code for visually coding entries is configured to provide the

3   entries in the tabular worksheet in a color-coded format.

1   11.   (Currently amended) The information storage medium ~~software~~

2   ~~application~~ of claim 8, further comprising:

3   code configured to receive information specifying a sales hierarchy of the

4 salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and

5 responsibilities; and

6   wherein the code configured to generate the first user interface ~~provide the stored~~

7 ~~information in a tabular worksheet~~ is further configured to render the customer information

8 selectively accessible via the visual elements of the first user interface according to a role of the

9 salesperson defined in the sales hierarchy of the salesperson's employer.

1   12.   (Currently amended) The information storage medium ~~software~~

2 ~~application~~ of claim 8, further comprising:

3   code configured to receive information provided by the salesperson's manager

4 defining the tabular worksheet for the salesperson; and

5   wherein the code configured to generate the second user interface comprises code

6 configured to generate the second user interface based on the information provided by the

7 salesperson's manager defining the tabular worksheet for the salesperson ~~provide the stored~~

8 ~~information in a tabular worksheet is further configured to limit the customer information in the~~

9 ~~tabular worksheet to results of a search on the information stored in the database~~.

1   13.   (Currently amended) The information storage medium ~~software~~

2 ~~application~~ of claim 12, further including code configured to carry out the search for at least one

3 parameter selected from customer, region, industry, product, service, origination information and

4 unknown information.

1   14.   (Currently amended) The information storage medium ~~software~~

2 ~~application~~ of claim 8, further comprising:

3   code configured to receive information provided by a manager of the salesperson

4 defining the tabular worksheet for the salesperson; and

5   code configured to customize an appearance and ordering of the entries within the

6 provided tabular worksheet based on the information provided by the manager of the

7 salesperson.

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